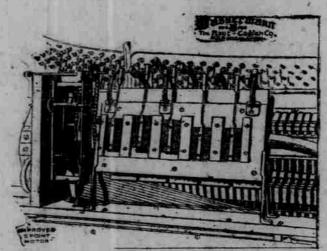
# THE PLAUT-CADDEN CO., Plaut-Gadden Bldg., Main St., Norwich, Ct.





The most perfect 5-point motor in the world used in the Wassermann Player

### The World's Best Player Piano IN YOUR HOME

#### FREE! FREE!

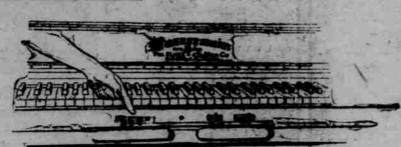
We will make every member of your family a musician.

### Our Proposition:

We will deliver in your Home anywhere in New England one of our FAMOUS WASSERMANN PLAYER PIANOS with 15 rolls of music, bench and scarf, for your approval, absolutely without cost to you. We will ask you to test it in your own home, let every member of your family try it. If it is not the Best in construction, material, musical quality you have ever seen, the most natural Player Piano you have ever heard, and if the price is not at least \$100.00 lower than any Player Piano of like grade on the market, we will remove same from your home without asking a question,

#### FREE

Music Roll Library Service

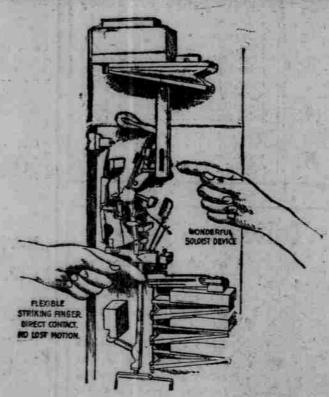


The simple lever will make you a perfect musician



We Have Over 10,000 Satisfied Customers. Why Not Join Them?

The Wassermann Player Plano. We have experimented with PLAYER PIANOS of leading makes for the past twelve years. We have carefully studied all their faults, short comings and weaknesses. The RESULT is that we have today one of the most perfect Player Pianos on the market at any price. The WASSERMANN PLAYER PIANO stands in the front rank for quality and perfection. While there are hundreds of makes of Player Pianos on the market, mighty few are in the front rank, in fact count them on your fingers and you will have some fingers to spare. This is a broad statement, but take up OUR PROPOSITION—it will you that we have confidence in our Player Piano that is well founded. "Let us show you"-we are willing to take all risks.



Used in the Wassermann Player Piano

Twenty Leading Makes of Pianos Six Leading Makes of Player Pianos SOLD ON EASIEST TERMS

Write for Full Particulars Today Liberal allowance for your present Piano or Organ

7	COU	PON-	
1	Dear Sir:		
1	Please send me ful	particul	lars relative to
1	your FREE TRIAL Player Piano.	of the	Wassermann
1	Name		
4	Address		
	B Street		No

To The Plaut-Cadden Co., Norwich, Conn.

#### A Heart to Heart Talk from the President

Every time a piano merchant selle a piano he either makes a "beoster" er a

That is a Fact as True as Gospel.

It is a fact that this house is constantly aware of, and to the existence of those conditions can be traced a large measure of our success. We have sold over Ten Thousand instruments and we have really made "boosters" and friends of practically every customer.

There are other reasons why this house is one of the largest and most successful in the piano trade but this one is enough to discuss here. Do you take in the significance of this fact? "EVERY CUSTOMER AN ARDENT FRIEND AND BOOSTER."

It means that we fulfil every promise we make—that we give just a little more to you for your money than we say we will—that we stand firmly behind every instrument we sell—that our guarantee is something more than a contract of possible performance—it is a bond of assurance as gilt edged as government Gold Bonds.

Those who have bought from us will tell you that we take your interests very seriously to heart—that we look after the usefulness of your plane with deep regard for your satisfaction in it.

That is easily answered—we are proud of our past record and we are here to do business for years to come—we want you to do for us what thousands of others do who buy here—tell your friends how well you have been served—what full value you obtained.

Doesn't that Answer the above Query?

Main Street.

Think of a house having thousands of friends who cheerfully recommend their friends to buy what they have bought—and when you have thought that over fully you will understand that this great army of "boosters" is of more value to us than ever our great sales organization, for satisfied customers carry wonderful weight into every word of recommendation they give.

get letters from all over our great territory telling me what full worth we are giving in the instruments we sell—I value these letters highly—further still, I get many letters asking me to help decide in the purchase of a piano or player piano—to me this is a great privilege.

Why not write to me and let me help you solve your plane buying prob-lem, I will give my help cheerfully whether you buy of us or not. WRITE ME PERSONALLY.

R. C. PLAUT, President The Plaut-Cadden Co.

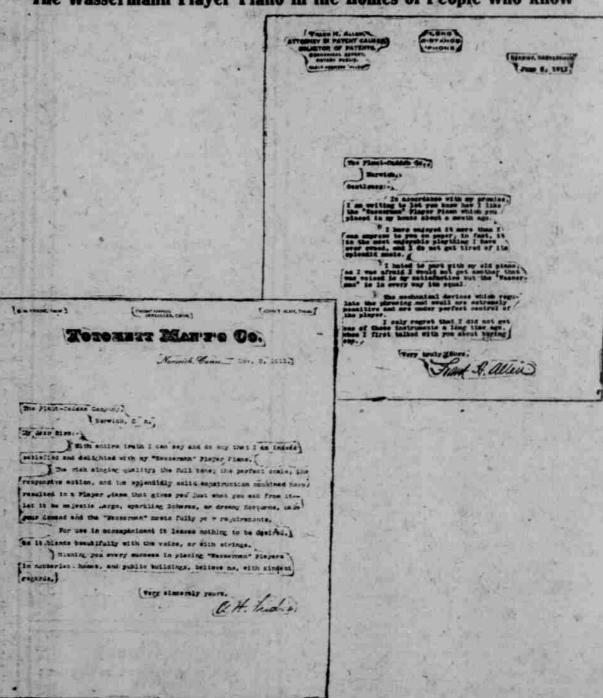
## The Plaut-Cadden Co.

Established 1872 PLAUT-CADDEN BUILDING

Norwich, Conn. New England's Most Complete Music Store

#### THE PROOF

The Wassermann Player Plano in the Homes of People who know



We have on file many letters of satisfied owners of Wassermann Player Pianos

which we will gladly show you.

Nothing will bring more joy to your Home than Our WASSERMANN PLAYER PIANO